

## **TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM**

Triumph Gulf Coast, Inc. ("Triumph Gulf Coast") has created a pre-application process to provide initial consideration of potential ideas for projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

### **APPLICANT INFORMATION:**

Name of Individual/Entity/Organization: Finch Transportation LLC dba Sunshine Shuttle

Brief Description of Background of Individual/Entity/Organization: Transportation Services

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#### **Contact Information:**

Primary Contact Information: John Finch

Title: President

Mailing Address: 323 Lynn Drive, Santa Rosa Beach, FL 32459

Telephone Number: (850) 650-6333

Email Address: john@sunshineshuttle.com

Website: www.sunshineshuttle.com

Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program: \_\_\_\_\_

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### **REQUIRED EXECUTIVE SUMMARY:**

In a maximum of three (3) pages, please describe the proposed project or program, including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

### **IMPORTANT NOTICE**

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be scored, and then considered for award in the discretion of Triumph Gulf Coast Board.

Triumph Gulf Coast Pre-Application  
***Walton County Transit System***  
Executive Summary

**Project Purpose**

This Pre-Application addresses a declared priority of the Walton County Board of Commissioners adopted by Resolution on 28 February 2017 to provide an integrated public transportation solution connecting the North-South Highway 331 corridor between DeFuniak Springs, Freeport and the South Walton Government Annex with an East-West Highway 30A service from Inlet Beach to Miramar Beach.

Commuters utilizing the service can travel on hourly or half hour intervals between selected employment and entertainment hubs and thereby relieve traffic congestion and parking shortages in these densely traveled corridors.

The proposed service will serve to transport workers/commuters and others from and to the Northern end of the County to the tourist and hospitality area in South Walton. It will also provide a public transit linkage to essential services including government services, educational institutions and medical providers.

**Project as It Meets the Triumph Priorities**

This project meets the following Triumph goals and requirements as enumerated in the Gulf Coast Economic Corridor Act:

1. Provides a Local Match for projects in the disproportionately affected counties;
2. Partners with local governments to provide funds, infrastructure, land or other assistance for the project;
3. Is recommended by the Walton County Board of Commissioners;
4. Benefits the environment, in addition to the economy;
5. May be consummated quickly and efficiently
6. Promotes net-new jobs in the private sector with an income above regional average household income

**Project Cost and Sources of Funding**

The Applicant proposes to partner with Walton County to approach the Triumph Gulf Coast to co-fund the initial start-up and three year operations of the service. The project cost is estimated at \$5,524,587, broken down as follows:

|                        |                     |                |
|------------------------|---------------------|----------------|
|                        | Total Project Cost: | \$5,524,587    |
|                        | Local Match:        |                |
|                        | Walton County:      | \$3,084,587    |
|                        | Private in Kind:    | <u>250,000</u> |
|                        | Total Local Match:  | \$3,334,587    |
| <b>Triumph Request</b> | <b>\$2,190,000</b>  |                |

The source of the Walton County funding is a Florida Department of Transportation Commuter Assistance grant awarded to the County, and the Applicant In Kind contribution toward the Local Match is five – passenger shuttle busses, valued at \$50,000 each.

***The proportionate share of the total project cost is Triumph 34%; Local Match 66%.***

The funding will cover operating, equipment and maintenance expenses. Included in the total is the procurement of lift-equipped, 26 passenger cutaway busses for the North-South line haul service. The five passenger shuttle busses will be used on the East-West service.

### **Applicant Background and Project Readiness**

The Applicant, Sunshine Shuttle, LLC, is an established Walton County-based business, formed in 2003, with 85 current employees that include drivers, marketing, information technology and administrative staff. The company is asset-based with a fleet of 50 vehicles, providing its own operating, dispatching, administrative and maintenance services with a current liability insurance policy of \$5,000,000. Should the Applicant be selected, the Project will be a turnkey service, fully ready to deploy operations, with consumer friendly features such as geo-tracking of bus arrivals and departures and real time Apps using personal mobile phones.

***This project in its fruition will be a true example of a working public-private partnership.***

### **Operational Start Up/ Key Milestones**

|     |  |  |  |  |  |  |
|-----|--|--|--|--|--|--|
| 1.0 | Establishment and Integration of North-South and East-West Route Network   |  |  |  |  |  |
| 2.0 | Identification of Commuter Parking Locations and Arrangements at Bus Stops |  |  |  |  |  |
| 3.0 | Bus equipment procurement and testing                                      |  |  |  |  |  |
| 4.0 | Rider Familiarization and Service Demonstration                            |  |  |  |  |  |
| 5.0 | Schedule Verification  |  |  |  |  |  |
| 6.0 | Systems Integration with Hand Held Devices                                 |  |  |  |  |  |
| 7.0 | Publication of Schedules and Marketing of the Service                      |  |  |  |  |  |
| 8.0 | Live Operations  |  |  |  |  |  |

### **Net-New Job Creation**

Net-New jobs are not confined to the applicant but more so to the entities, private and public on and along the route. This program will be an economic generator creating a ripple effect in our local communities. It will reduce the traffic by transporting employees

### **Project Sustainability**

The Applicant proposes to provide the service contemplated under this Pre-Application on a non fare paying basis, at least for the initial three year period, as advocated under the Commuter Service Grant awarded to Walton County. Under this proposed business model, the service will continue to require public subsidy after the third year, under a proposed 50/50 FDOT and Walton County cost share. The Walton County share can include private contributions from affected businesses benefiting from the shuttle services provided, in addition to marketing and advertising opportunities that can be offered on a fee basis.